

a bobit publication

may 1992

automotive **FLEET**

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

Chevy/Adrian Introduce Van Security System

**How to Lower
Capitalized Costs**

**Solving Parking
Ticket Problems**

**1991's Top
Fleet Dealers**

**Du Pont's
Dick Prettyman**

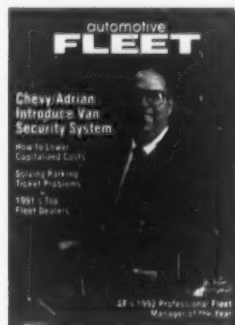
**AF's 1992 Professional Fleet
Manager of the Year**



Page 32 — Corporate fleets whose drivers don't pay parking tickets can find themselves unable to register fleet vehicles in certain states.



Page 48 — Chevrolet and Adrian team up to introduce an all-new van security system that will be available for fleet ordering in July 1992.



On the Cover — Dick Prettyman, manager of fleet operations for Du Pont, picks up Automotive Fleet's eighth annual Fleet Manager Award. Complete interview begins on page 12.

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An optional factory-installed security system for the 1993-model year Chevrolet Lumina APV and Astro is the result of a team effort by Chevrolet and Adrian Steel Co. to respond to fleet customer needs.

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NAFA
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LETTERS

They Bought Them, Not Us!

I enjoyed reading your article on the new business leader at GE Fleet Capital Fleet Services in your January 1992 issue of *Automotive Fleet*.

It was mentioned in the article that GE Capital had recently acquired American Automobile Leasing Corp. in Warminster, PA. I want to inform your reading audience that my company, American Leasing Corp., located in New Jersey, should not be confused with the company that GE Capital purchased. We are still independently owned and operated and are not for sale, and are still doing very well servicing national small- and medium-sized fleets.

Arthur Lewis,
Chief Executive Officer,
American Leasing Corp.,
East Orange, NJ

We can understand how the similarity in names between the two companies could possibly lead to some confusion for our readers. For the record, and as stated in the January 1992 article, McCullagh Leasing, the regional organization of GE Capital Fleet Services, acquired the 1,000-unit portfolio of American Automobile Leasing Corp. in Warminster, PA on April 22, 1991. Although American Leasing Corp., based in East Orange, NJ, was never mentioned in the article, we would like to reiterate that it continues to be an independently owned and operated leasing company. We hope this clears up any potential confusion that may have been caused as a result of the name similarities between the two companies. — Editor.

Filling in the Blanks

While compiling the 1992 Top 100 Commercial Fleets for the February 1992 issue of Automotive Fleet, one company was inadvertently left off the list. Rent A Center, Inc., based in Wichita, KS, owns

108 cars and 2,345 trucks, for a total of 2,453 vehicles. This puts them at number 83 on the Top 100 list. The company's fleet contact is Lynn Zuercher.

There may have been other companies inadvertently left off the Top 100 and Second Top 100 listings. If your company qualified to be included in the Top 100 and Top Second 100 listings, which appeared in the February and April 1992 issues, respectively, please contact Tim Chauran, AF's senior editor. — Editor.

Gee, Thanks

As always, *Automotive Fleet* continues to find ways to not only create interesting and informative editorial content, but to also acknowledge different aspects of the industry. Your "30 Most Important People in the Fleet Industry" feature was indeed a highlight of my 35-year automotive fleet career. To be included not only greatly pleased me, but certainly was a wonderful surprise. The fact that your readers determined the selections was probably the biggest honor.

With Milo Matick and myself being the only fleet dealers represented, it made us feel that we are, indeed, fortunate to have a formidable partnership for the challenges that the 1990s will bring.

We sincerely thank you and *Automotive Fleet* readers for the recognition.

Donald Fenton,
Vice President,
Fleet Sales & Marketing,
Al Piemonte National Fleet Sales,
Melrose Park, IL

All letters to the editor become the property of Automotive Fleet magazine unless otherwise specified. Letters may be shortened or edited for clarity and style.

GOVT. PROGRAMS

DOT Offers Drug Testing Information

The U.S. Department of Transportation (DOT) has announced a new service to provide instant access to information on federal drug testing requirements for transportation employees.

By dialing 1-800-CAL-DRUG, a caller can communicate with a computer-generated voice program that provides short descriptions of drug-testing programs for each mode of transportation and answers to the most frequently asked questions about the regulations. Callers can request copies of documents by facsimile and receive them within minutes. For facsimile service, the fee can be charged to a credit card. The system also can be accessed via computer modem by calling 800-255-3804.

CARB Passes Cleaner Gasoline Rules

The California Air Resources Board (CARB) has passed rules requiring that all gasolines sold in

the state after April 1996 must be 30- to 40-percent cleaner than the gasolines available in California today. Refiners producing less than 55,000 barrels per day have until April 1998 to comply.

The goal of the rules is to have gasoline that is less evaporative, and which contains fewer heavy

metals such as sulphur and benzene. Presently, the reformulated gas sold in California does not meet these rules' requirements.

CARB has been working with refiners to introduce reformulated gasoline that does meet the rules, although such reformulating may ultimately require a capital investment by the oil industry of somewhere between \$3 billion and \$6 billion.

NAFA Safety Survey: 1st Quarter '92

Fleets Reporting	135
Number of Vehicles Represented.....	73,694
Total Miles Driven	536,003,997
Average Mileage per Vehicle in Quarter	7,273
Total Reportable Accidents	5,804
Total Preventable Accidents	2,450
Personal Injuries	397
Total Fatalities	5
Total Vehicular Damage	\$4,724,556
*Average Vehicular Damage per Reportable Accident	\$895
Total Accident Ratio	10.83
Total Preventable Ratio	4.57
Total Non-Preventable Ratio	6.26

*Average vehicular damage per reportable accident computed using the dollar amounts given for 5,281 accidents - accidents given for 523 accidents

1992 Crown Vic Police Package Rolls Off Assembly Line



The more than 10,000 orders Ford Motor Co. received for its 1992 Crown Victoria Police Package are beginning to be filled throughout North America. The Crown Victoria police vehicle, based on the all-new 1992 Crown Victoria, includes a heavy-duty frame, suspension, driveshaft, and other features upgraded for rugged law enforcement duty.

MANUFACTURER UPDATE

Nissan Replacing Stanza Model with Altima

Nissan Motor Co. plans to replace its slow-selling Nissan Stanza in the fall of 1992 with a redesigned model it calls the Altima.

The Altima will be available in the United States and Canada, and the automaker says it chose the name "Altima" after an exhaustive search for possible model names, and that it suggests a higher order of vehicle, and it sounds similar to Maxima, another Nissan model.

Nissan will soon finish a reported \$500 million expansion of its Smyrna, TN assembly plant so the company can ultimately build 200,000 Altimas per year.

Ed Morse Chevrolet Top Dealer for 5th Consecutive Year

Ed Morse Chevrolet of Lauderhill, FL became the top fleet dealer overall for the fifth consecutive year. The dealership was among those honored at AFLA's Spring Convention.

By selling 89,972 units during the 1991 calendar year, Ed Morse Chevrolet of Lauderhill, FL became the top fleet dealer for the fifth consecutive year. The dealership was one of 54 franchises honored at the Automotive Fleet & Leasing Association's (AFLA) annual spring convention in Toronto, Canada.

Ed Morse Chevrolet increased 1991 fleet unit sales by almost 50 percent more than sales made during the 1990 calendar year. For the 1990

calendar year, the dealership posted fleet sales of 60,085.

Prospect Motors of Jackson, CA finished in second place for fleet units sold in the 1991 calendar year, with 42,843 units sold. Rounding out the top five fleet dealers were: Jordan Ford of Mishawaka, IN in third place, with 31,162 units sold; Amador Motors of Sutter Creek, CA in fourth place, with 30,904 units sold; and Santa Monica Ford of Santa Monica, CA in fifth place,

with 28,963 units sold. Altogether, the five top dealers sold 223,844 units during the 1991 calendar year.

The awards were presented at the Toronto Hilton International on April 11, 1992, by *Automotive Fleet*. Plaques were presented to the top three fleet winners from each of the major fleet lines. The award is presented annually by *AF* and recognizes the dealers who are among the top three sellers within their franchise organization, based on calendar year fleet sales figures. *AF*

1992 FLEET DEALER AWARDS (For sales occurring in the 1991 calendar year.)

BUICK	Dewey Hibben	Lupient Buick, Inc.	Minneapolis, MN	9,915
	Harold Schaudenecker	Loren Buick, Inc.	Glenview, IL	8,868
	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	6,985
	Phil Davis	Polkowitz Motors	Perth Amboy, NJ	5,483
	Tom Bishop	Bishop Motors, Inc.	Barberton, OH	5,402
	Ken Carlson	Orange BU-GMC Truck Co.	Orlando, FL	5,178
	Walt Wray	Boulevard Buick-GMC Truck	Long Beach, CA	3,296
	Mike Kelley	Reef Buick, Inc.	Lauderdale Lakes, FL	2,712
	Lee Beckman	Al Parker Buick	Houston, TX	2,704
	Naomi Berndt	Grant Dean Buick, Inc.	Highland Park, IL	2,581
			Total	53,124
CADILLAC	Jack Evans	Bayview Cadillac	Fl. Lauderdale, FL	25,838
	Phil Davis	Polkowitz Motors	Perth Amboy, NJ	7,628
	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	7,530
	Meri Huskey	Roger Penske Cadillac	Downey, CA	3,418
	Rich Gross	Nesen Cadillac, Inc.	Thousand Oaks, CA	2,610
	Anita Davis	Rodger Meier Cadillac	Dallas, TX	1,928
	Donna Janazzo	Stephen Cadillac-Pontiac	Bristol, CT	1,922
	Dennis Concannon	Coast Cadillac Co.	Sarasota, FL	1,562
	Scott Deuckar	Kachina Cadillac, Inc.	Scottsdale, AZ	1,327
	Nat Scheinbaum	Cashman Cadillac, Inc.	Las Vegas, NV	1,137
			Total	54,900
CHEVROLET	Jack Evans	Ed Morse Chevrolet, Inc.	Lauderhill, FL	89,972
	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	42,843
	David Lindahl	Diamond Chevrolet, Inc.	Inglewood, CA	21,646

1992 FLEET DEALER AWARDS

(For sales occurring in the 1991 calendar year.)

	Ray Smith Lloyd Chavez Dewey Hibben Brian Netzel Chris Hackett S. Yassinger Nate Alberstein	Bob Bell Chevrolet/Nissan, Inc. Burt Chevrolet, Inc. Harold Chevrolet, Inc. Midway Chevrolet Co. Newman Chevrolet, Inc. Z. Frank, Inc. Haleakala Motors, Ltd.	Baltimore, MD Englewood, CO Bloomington, MN Phoenix, AZ Garland, TX Chicago, IL Kahului Maui, HI Total	13,483 10,683 10,551 10,139 9,938 8,311 7,459 225,025
DODGE	Manuel Escoto Dottie Fitzgerald Steve Leach Bill Ellis Gene Hall Bruce Jacobs Jack Evans Dewey Hibben Debbie Applewhite Dan Heil	Amador Motors Colonial Dodge Forest Lake CPD Kenneth Morehead Dodge LT Luke Potter Dodge Priority Motors, Inc. Ed Morse Dodge Bothun Dodge, Inc. Metrolina Dodge Swift Dodge/Budget RAC	Sutter Creek, CA Kensington, MD Forest Lake, MN Lincoln, NE Winter Park, FL Prior, OK Coconut Creek, FL Eau Claire, WI Charlotte, NC Sacramento, CA Total	30,904 15,754 13,497 7,202 7,139 6,030 5,148 3,999 3,504 2,565 95,742
CHRYSLER/ PLYMOUTH	George Moser Ronald Pope Bob Culbertson Martin Swanty Tony Varner Mark Cassidy Dan Ragsdale Lyle Grant Jim Wallace Lori Stark	Dayton Andrews, Inc. Russ Darrow CP Marty Franich CPD Martin Swanty CPDJE Allen Cabbage CPD Ed Barwick CP Huffines CP, Inc. Pasadena CP, Inc. Galeana CP Jack Miller CP	Clearwater, FL Waukesha, WI Watsonville, CA Kingman, AZ Stanley, VA Napa, CA Plano, TX Pasadena, CA Ft. Myers, FL Kansas City, MO Total	14,829 3,056 2,955 2,588 2,357 2,222 2,087 1,980 1,678 1,473 35,225
JEEP/EAGLE	David Arnold Fred Gerbaz Jim Williams Cheryl Fischer Robert Stovall Peter Deppert Brian Webb Eric Hayes Michael Bridges Steve Leach	Roswell Jeep/Eagle Berthod Motors, Inc. Crown Jeep/Eagle Galloway CPJE Ancira Motor Co. Jeep Co. of Kearney G. Fronrath JE Hayes Brothers JE Liberty JE Southview JE	Roswell, GA Glenwood Springs, CO Houston, TX Tucson, AZ San Antonio, TX Kearney, NJ Lauderhill, FL Salt Lake City, UT Libertyville, IL Minneapolis, MN Total	302 289 235 218 182 153 102 91 76 74 1,722
FORD	James Hoffer Robert Karlin Dominic Canterella Ted Daniel Randy Malkiewicz Fred Lautze Michael Colby Angel Shollenberger Bob Culbertson Harold Beaune	Jordan Ford Santa Monica Ford Loman Ford Griffin Ford Arlington Heights Ford S&C Motors Troy Motors Friendly Ford MartyFranich Ford Lutz Ford	Mishawaka, IN Santa Monica, CA Woodbridge, NJ Frostproof, FL Arlington Heights, IL San Francisco, CA Troy, MI N. Miami Beach, FL Watsonville, CA Palo Alto, CA Total	31,162 28,963 19,144 17,043 14,306 14,012 13,043 9,460 9,313 8,190 164,636
GMC TRUCK	Richard Kent Troy Bratusek John Hirsch Steve Walters John Siavin J. Robert Gilchrest Skip Reiker Robert Schultz Joseph Francis Robert Romberg	Chicago Truck Center San Antonio Truck Sales & Svc. Thomas Pontiac-Buick-GMC Truck, Inc. Los Angeles Truck Center Los Angeles Truck Center Chicago Truck Center Fountain Oldsmobile Oakland Truck Center Asplund Buick-GMC Truck Smokey Point Sales & Service	Chicago, IL San Antonio, TX Coon Rapids, MN Santa Fe Springs, CA Santa Fe Springs, CA Chicago, IL Orlando, FL Oakland, CA Manahawkin, NJ Arlington, WA Total	2,787 1,635 1,137 1,128 1,091 1,083 948 901 778 681 12,169
AMERICAN ISUZU	Roz Newman Rick Cusick Gary Gracy Mark Smith Dave Beaumont Ray Sarbiewski Brad Taylor Bud Killian	Gwinnett Mall Isuzu Fountain Isuzu Grady Isuzu Sam White Isuzu Tom Endicott Isuzu Bill Stillwell Isuzu Isuzu City Mitchell Motors Isuzu	Duluth, GA Orlando, FL Mobile, AL Houston, TX Pompano Beach, FL Downer's Grove, IL Jacksonville, FL Chamblee, GA	603 523 254 254 226 142 111 105

DEALERS

1992 FLEET DEALER AWARDS (For sales occurring in the 1991 calendar year.)

	Don Braswell Fred Greybill	Tyrone Isuzu Rey Reece Isuzu	St. Petersburg, FL Portland, OR Total	88 86 2,392
LINCOLN/ MERCURY	Ted Daniel Peggy Tuttle Bob Culbertson Doug Ailing Gail Roberts Kim Beck Abol Parviz John Himmelman Jan Patterson Heimforth Dick Doran	Island Lincoln-Mercury Jordan Lincoln-Mercury Marty Franich Lincoln-Mercury Pavillion Lincoln-Mercury Libertyville Lincoln-Mercury Baranco Lincoln-Mercury Miramar Lincoln-Mercury Sansone Lincoln-Mercury Don Kott Lincoln-Mercury Haar Lincoln-Mercury	Merritt Island, FL Elkhart, IN Watsonville, CA Austin, TX Libertyville, IL Duluth, GA San Diego, CA Hopelawn, NJ Carson, CA Worcester, MA Total	20,777 16,930 13,514 11,651 6,765 6,726 5,876 4,582 4,363 3,693 94,877
MAZDA	Doug Engle Mike Hawk Dean Dorsey Jim Schwartz Charles Blackwood Lamar Rupley Joe David Pacifico Lou Verrengia Jim Crook Jeff Auge	Don Darr Mazda Frank Bommarito Mazda Val Strough Mazda Schwartz Mazda Grubbs Mazda Codioli Mazda Pacifico Mazda Puente Hills Mazda Thousand Oaks Mazda Walser Mazda	St. Louis, MO Ellisville, MO Oakland, CA Red Bank, NJ Dallas, TX Livermore, CA Philadelphia, PA City of Industry, CA Thousand Oaks, CA Richfield, MN Total	5,053 4,707 1,416 1,333 1,328 1,314 1,110 606 535 355 17,757
MITSUBISHI	Paul Mastrangelo Mark Barton Bill Deinzer Milton Bourgeois Mark Fantich Larry Breen Melissa Sheehan Martin Radomski Linda Olsen Vern Seible	North Shore Mitsubishi Goldcoast Mitsubishi Manhasset Mitsubishi Eagle Mitsubishi Payne Mitsubishi Wantagh Mitsubishi Tristar Mitsubishi Gateway Mitsubishi Max Madsen Mitsubishi Collins Mitsubishi	Lynn, MA Miami, FL Manhasset, NY Harvey, LA Weslaco, TX Wantagh, NY New Rochelle, NY Toms River, NJ Downers Grove, IL Indianapolis, IN Total	703 362 305 298 240 239 185 184 135 132 2,783
NISSAN	Dan Delgrosso Lino Chun Scott VanderSande Jeff Greenberg John Stanley Bill Stamps Bob Rubino Jim Ketchum Joe Vella Mike Tanna	Hippodrome Nissan David McDavid Nissan Corona Nissan Bedford Nissan ABC Nissan Colonial Nissan, Inc. Oakland Nissan Puente Hills Nissan Phil Tolkan Brown & Brown Nissan	Nashville, TN Houston, TX Corona, CA Bedford, OH Phoenix, AZ Feasterville, PA Oakland, CA City of Industry, CA Milwaukee, WI Tempe, AZ Total	1,959 1,564 1,014 935 697 652 606 551 452 380 8,810
OLDSMOBILE	Dave Wilson Manuel Escoto Dewey Hibben Mark Smith Rick Nicoletti Marlene Strano Ed Handley Gayle Epstein Charles Karr Brad Miller	Ban Burns Oldsmobile Prospect Motors, Inc. Lupient Oldsmobile Sari White Oldsmobile Co. Larry Faul Oldsmobile Dale Oldsmobile Boch Oldsmobile J&F Oldsmobile Emich Oldsmobile Ray Oldsmobile	Delray Beach, FL Jackson, CA Golden Valley, MN Houston, TX Schaumburg, IL Bronx, NY Norwood, MA Jersey City, NJ Golden, CO Park Ridge, IL Total	17,010 15,816 15,019 6,541 6,301 4,782 3,844 3,185 3,001 2,859 78,358
PONTIAC	Manuel Escoto Donna Janazzo Bud Morrison Sam Emerick Ron Ellis Rick Nicoletti Mike Haggerty Tamara Parker Norma Hammett Jack Evans	Prospect Motors, Inc. Stephen Pontiac-Cadillac, Inc. J. M. Pontiac, Inc. Goode-Taylor Pontiac-GMC Truck Rudy Luther's Pontiac-GMC Truck Larry Faul Pontiac, Inc. Mike Haggerty Pontiac-GMC Truck Peninsula Pontiac-Oldsmobile Bob Longpre Pontiac, Inc. Heartland Pontiac	Jackson, CA Bristol, CT Hollywood, FL Dallas, TX Minneapolis, MN Schaumburg, IL Oak Lawn, IL Torrance, CA Westminster, CA Sebring, FL Total	25,759 16,806 13,342 8,915 8,674 6,450 5,735 4,005 3,989 3,391 97,066
SUBARU	Linda Cody	Burt Subaru, Inc.	Englewood, CO	9,961

1992 FLEET DEALER AWARDS

(For sales occurring in the 1991 calendar year.)

	Pete Wilkins	Val Strough Subaru	Albany, CA	1,195
	Jerry McCormick	Glen Subaru	Pocatello, ID	530
	Wayne Drum	Continental Motors	Anchorage, AK	275
	Merril Bylund	Jackson Hole Motors	Jackson Hole, WY	188
	Chris DeVaughn	Fireside Subaru	Modesto, CA	124
	Chet Swanson	Chet Swanson Sales	Traverse City, MI	100
	Tony DiVito	Gresham Subaru	Gresham, OR	100
			Total	12,473
TOYOTA	Steve Graham	Toyota Center	West Columbia, SC	5,495
	Jeff Lyman	Longo Toyota	El Monte, CA	4,186
	Darrell Brooks	Sterling McCall Toyota	Houston, TX	3,061
	Debra Schepper	Toyota of Dallas	Dallas, TX	2,056
	Carol Keller	Palmiero Toyota	Meadville, PA	1,005
	Gary Holdgraf	Cavender Toyota	San Antonio, TX	715
	Danny Neidlinger	Marietta Toyota	Marietta, GA	572
	Jack Markely	Sutherlin Toyota	Pinellas Park, FL	562
	W.R. (Rick) York	Bohn Brothers Toyota	Harvey, LA	543
	Donald Shangle	Lithia Toyota	Medford, OR	359
			Total	18,554
VOLKSWAGEN	Mark Haut	Westwood VW	Ft. Wayne, IN	509
	Gus Alexander	Bob Smith VW	Hollywood, CA	238
	Howie Neflin	Neflin VW	Thousand Oaks, CA	121
	Dennis Albers	Hansel-Prestige VW	Santa Rosa, CA	120
	George DeMontrond	DeMontrond VW	Houston, TX	79
	Millard Ripley	Bert Smith International	St. Petersburg, FL	61
	Richard Mancini	Poway VW	Poway, CA	57
	Gregory Robinson	Ray Burnette VW	Alexandria, VA	50
	John McWald	VW of Santa Cruz	Santa Cruz, CA	42
	Mary Whitney	Whitney VW	Villa Park, IL	36
			Total	1,313
Overall Total				976,926

"My fleet information was stuck in gridlock..."

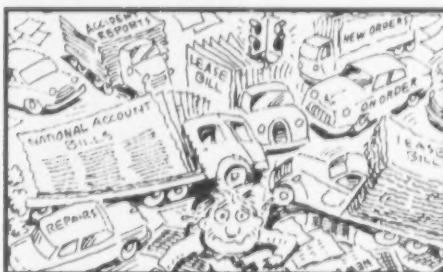
"The mountain of paperwork piled up fast. Inquiries about the fleet caused me days of frenetic work. I worried about how to stay in the driver's seat."

"Then, I got Car Fleet Control software. Now, it's a snap to track and verify all my costs, plus get national account data direct from my suppliers. I'm no computer expert, but in minutes, I get a full fleet cost analysis."

"This morning, I caught a \$400 oil change mis-entered by my maintenance management company, scheduled all drivers in Cleveland due for brake jobs, found 30 vans in Miami that qualified for extended claims recovery, and calculated exactly what alternative fuels cost."

What's more, while this fleet manager prevented problems before they became headaches, each one of the company vehicles cost \$300 less per year to operate.

And, that's just the beginning of how Car Fleet Control



software liberates information from gridlock so you can make smarter fleet decisions. Best of all, it runs on any IBM compatible personal computer.

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right answers when your boss asks, "What can you do to reduce fleet costs?" call us today and we'll rush you a **NO OBLIGATION FREE TRIAL**. See why over 600 companies, worldwide, manage more than a million vehicles with Car Fleet Control software.

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or FAX 415-343-3547



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White Most Popular Vehicle Color Choice

White receives top honors among all categories of vehicles, a first since 1982. Fleets could boost future resale by ordering vehicles in reds, yellows, and turquoise and aqua shades, which are expected to gain in popularity.

For the first time in nine years, white has been selected as the undisputed color of choice for all classes of vehicles in North America, according to Du Pont's annual survey of vehicle color popularity.

An average of 22 percent of consumers chose white for luxury vehicles, full-size and intermediates, compact and sports cars, and light trucks and vans. In 1991, white gained momentum from 1990, when it captured four of the five categories. Red held second place at 19 percent of all sport/compact car sales, however, this was the first time since 1985 that red didn't capture first place in this category. Other colors that continue to hold a high level of motorist popularity include blue, black, and silver.

Based on Du Pont's research, the company feels that the following colors will gain in popularity in the coming years, and fleets may help boost their remarketing returns by anticipating these trends and ordering vehicles in colors reported to be gaining popularity:

- **Green:** A deep, rich green is gaining in popularity for full-size/intermediate cars and light trucks/vans, despite the fact that green has traditionally been a color to avoid in terms of resale value. The trend toward greens signals that this color choice taboo may be over;

- **Turquoise/Aqua:** These colors should maintain their trendy position through the mid-1990s;

- **Reds:** Solid and metallic red shades will continue to be favored, with blue/reds being the most popular;

- **Yellow:** This color is emerging as a color taking hold in home fur-

nishings and fashion. Look for the trend toward yellow to impact the automotive industry in the next three to five years, according to Du Pont, with brighter, chromatic shades for sport/compact vehicles and pale shades for luxury automobiles. **AF**



USED-CAR PRICES

The following are average used-car prices for the period ending March 27, 1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



AVERAGE AUCTION PRICE				AVERAGE AUCTION PRICE				AVERAGE AUCTION PRICE			
Model	Zone 1	Zone 2	Zone 3	Model	Zone 1	Zone 2	Zone 3	Model	Zone 1	Zone 2	Zone 3
88 BUICK SKYHAWK				90 FORD ESCORT				90 OLDS CALAIS			
Coupe	4,876	4,926	4,810	Hitchbk. 4-Dr. LX	4,719	4,767	4,652	Sedan	5,883	5,942	5,800
Sedan	4,943	4,993	4,872	91 FORD MUSTANG				91 OLDS CUTLASS SUPREME			
88 BUICK SKYHAWK				LX-4 Coupe	7,898	7,977	7,788	Coupe	10,524	10,630	10,376
Coupe	3,939	3,979	4,872	91 FORD TEMPO				90 OLDS CUTLASS SUPREME			
Sedan	3,997	4,036	3,940	GL Sedan 4-Dr.	6,771	6,840	6,676	Coupe	8,113	8,194	7,999
91 BUICK SKYLARK				90 FORD TEMPO				91 OLDS 98 REGENCY			
Cust. Sedan	8,141	8,223	8,027	GL Sedan 4-Dr.	5,405	5,457	5,327	Sedan	16,380	16,544	16,152
90 BUICK SKYLARK				91 FORD TAURUS				90 OLDS 98 REGENCY			
Cust. Sedan	6,618	6,685	6,526	GL Sedan 4-Dr.	9,854	9,953	9,717	Sedan	11,726	11,843	11,563
91 BUICK CENTURY				90 FORD TAURUS				89 PLYMOUTH RELIANT			
Cust. Sedan	9,673	9,771	9,539	GL Sedan 4-Dr.	7,484	7,560	7,381	Sedan	3,887	3,927	3,833
90 BUICK CENTURY				91 FORD CROWN VICTORIA				88 PLYMOUTH RELIANT			
Cust. Sedan	7,099	7,171	6,998	Sedan	11,337	11,449	11,177	Sedan	3,070	3,099	3,025
91 BUICK LESABRE				90 FORD CROWN VICTORIA				91 PLYMOUTH SUNDANCE			
Cust. Sedan	11,984	12,105	11,819	Sedan	9,109	9,202	8,984	LtBk. 4-Dr.	6,046	6,106	5,960
90 BUICK LESABRE				91 FORD THUNDERBIRD				90 PLYMOUTH SUNDANCE			
Cust. Sedan	9,366	9,460	9,235	Coupe	10,465	10,570	10,317	LtBk. 4-Dr.	5,390	5,443	5,315
91 CADILLAC DEVILLE				90 FORD THUNDERBIRD				89 PLYMOUTH GRAN FURY			
Coupe	18,576	18,762	18,317	Coupe	8,180	8,263	8,067	Salon Sedan	4,203	4,244	4,143
Sedan	18,759	18,948	18,498	91 LINCOLN				88 PLYMOUTH GRAN FURY			
90 CADILLAC DEVILLE				Town Car Sedan	18,170	18,353	17,917	Salon Sedan	3,283	3,315	3,237
Coupe	15,423	15,578	15,207	Mark VII LSC Coupe	18,710	18,898	18,449	91 PLYMOUTH ACCLAIM			
Sedan	15,580	15,736	15,362	Continental Sedan	16,933	17,103	16,696	Sedan	7,209	7,282	7,108
91 CADILLAC SEVILLE				90 LINCOLN				91 PONTIAC SUNBIRD			
Sedan	18,522	18,707	18,264	Town Car Sedan	15,588	15,742	15,368	SE Coupe	6,858	6,926	6,761
90 CADILLAC SEVILLE				Mark VII LSC Coupe	14,785	14,933	14,577	LE Sedan	6,943	7,014	6,845
Sedan	15,699	15,826	15,448	Continental Sedan	14,265	14,410	14,067	90 PONTIAC SUNBIRD			
91 CHEVY BERETTA				91 MAZDA 626				SE Coupe	5,522	5,577	5,445
Coupe	7,967	8,048	7,839	LX Sedan 4-Dr.	9,244	9,335	9,169	LE Sedan	5,599	5,654	5,521
90 CHEVY BERETTA				91 MERCURY COUGAR				91 PONTIAC 6000			
Coupe	6,582	6,647	6,488	LS Coupe	10,830	10,940	10,679	LE Sedan	9,415	9,509	9,284
91 CHEVY CORSICA				90 MERCURY COUGAR				90 PONTIAC 6000			
Hitchbk. 5-Dr.	7,685	7,760	7,576	LS Coupe	8,916	9,005	8,790	LE Sedan	6,921	6,991	6,824
90 CHEVY CORSICA				91 MERCURY TOPAZ				91 PONTIAC GRAND AM			
Hitchbk. 4-Dr.	6,209	6,273	6,122	GS Sedan 4-Dr.	6,902	6,970	6,807	LE Sedan	7,941	8,020	7,829
91 CHEVY CAVALIER				90 MERCURY TOPAZ				90 PONTIAC GRAND AM			
Sedan	6,182	6,244	6,095	GS Sedan 4-Dr.	5,534	5,591	5,457	LE Sedan	6,646	6,712	6,552
90 CHEVY CAVALIER				91 MERCURY SABLE				91 PONTIAC BONNEVILLE			
Sedan	4,733	4,781	4,666	GC Sedan 4-Dr.	10,027	10,128	9,887	LE Sedan	11,469	11,586	11,310
89 CHEVY CELEBRITY				90 MERCURY SABLE				90 PONTIAC BONNEVILLE			
Sedan	4,983	5,034	4,914	GS Sedan 4-Dr.	7,581	7,657	7,474	LE Sedan	9,171	9,262	9,042
91 CHEVY CAPRICE				91 MERCURY GRAND MARQUIS				91 PONTIAC GRAND PRIX			
Sedan	10,329	10,433	10,185	GS Sedan	11,558	11,674	11,394	Coupe	10,259	10,361	10,117
90 CHEVY CAPRICE				90 MERCURY GRAND MARQUIS				90 PONTIAC GRAND PRIX			
Sedan	7,399	7,473	7,295	GS Sedan	9,624	9,719	9,487	Coupe	8,146	8,228	8,032
91 CHRYSLER LEBARON				91 MITSUBISHI MIRAGE				91 SUBARU LEGACY			
Sedan	9,151	9,244	9,023	Sedan 4-Dr.	6,536	6,602	6,484	Sedan 4-Dr.	8,984	9,074	8,912
90 CHRYSLER LEBARON				90 MITSUBISHI MIRAGE				91 TOYOTA CAMRY			
Highline Sedan	8,100	8,179	7,985	Sedan 4-Dr.	5,729	5,786	5,683	Sedan 4-Dr. Deluxe	10,850	10,960	10,765
91 CHRYSLER NEW YORKER				91 NISSAN MAXIMA				90 TOYOTA CAMRY			
Salon Sedan	11,484	11,601	11,325	SE Sedan	15,257	15,409	15,136	Sedan 4-Dr. Deluxe	9,335	9,428	9,260
90 CHRYSLER NEW YORKER				90 NISSAN MAXIMA				91 TOYOTA COROLLA			
Sedan	9,619	9,174	9,483	SE Sedan	13,580	13,717	13,473	Sedan 4-Dr. Deluxe	8,262	8,345	8,194
89 CHRYSLER FIFTH AVENUE				91 NISSAN SENTRA				90 TOYOTA COROLLA			
Sedan	8,126	8,209	8,013	Sedan 2-Dr.	6,999	7,072	6,944	Sedan 4-Dr. Deluxe	6,923	6,991	6,865
88 CHRYSLER FIFTH AVENUE				90 NISSAN SENTRA				91 TOYOTA CRESSIDA			
Sedan	6,246	6,309	6,159	Sedan 2-Dr.	4,966	5,015	4,925	Lux Sedan	16,761	16,929	16,627
89 DODGE ARIES AMERICA				91 NISSAN STANZA				90 TOYOTA CRESSIDA			
Sedan	3,907	3,945	3,852	XE Sedan 4-Dr.	9,665	9,760	9,586	Lux Sedan	14,277	14,417	14,163
88 DODGE ARIES AMERICA				90 NISSAN STANZA				90 VOLKSWAGEN JETTA			
Sedan	3,070	3,099	3,025	Ntchbk. 4-Dr.	8,269	8,352	8,204	GL Sedan 4-Dr.	8,429	8,515	8,362
90 DODGE SHADOW				91 OLDS CIERA				89 VOLKSWAGEN JETTA			
LtBk. 5-Dr.	5,773	5,830	5,692	S Sedan	9,587	9,683	9,453	GL Sedan 4-Dr.	7,454	7,527	7,394
91 DODGE DYNASTY				90 OLDS CIERA				91 VOLVO			
Sedan	8,620	8,707	8,499	Coupe	7,156	7,225	7,056	240 DL Sedan	14,234	14,378	14,120
91 FORD ESCORT				Sedan	6,854	6,923	6,757	90 VOLVO			
Hitchbk. 4-Dr. LX	6,244	6,307	6,157	91 OLDS CALAIS				240 DL Sedan	11,260	11,371	11,169
				Sedan	7,270	7,343	7,169				

CALENDAR

MAY

12-13 — National Safety Council Meeting, Anaheim Convention Center, Anaheim, CA. Information: (213) 385-6461.

13 — "Status of the Automobile Industry Today and in the Future," National Association of Fleet Administrators Sunshine State Chapter, Tampa Airport Hilton, Metro Center, Tampa, FL. Information: (904) 334-2261.

19-21 — "Motor Fleet Safety for Supervisors," University of Delaware, Wilmington Campus. Information: (302) 573-4435.

21 — "Used Car Marketing/What Sells a Vehicle," National Association of Fleet Administrators San Francisco Chapter, Golden Gate Auto Auction, Fremont, CA. Information: (415) 852-3034.

JUNE

15-17 — "Fleet Management," National Association of Fleet Administrators Professional Fleet Management Seminar, Boston Marriott Copley Place, Boston, MA. Information: (908) 494-8100.

18-19 — "Fleet Decision Management Systems," National Association of Fleet Administrators Professional Fleet Management Seminar, Boston Marriott Copley Place, Boston, MA. Information: (908) 494-8100.

18-19 — Independent Automotive Damage Appraisers Association 27th Annual Vehicle Repair Conference, Woodfield Hilton Hotel, Arlington Heights, IL. Information: (800) 369-4232.

27-July 1 — "Fueling the Future: A Clean Air Transportation and Engine Trade Show," Summerfest Grounds, Milwaukee, WI. Information: (717) 657-1310.

30-July 1 — Governor's Conference on Alternative-Fueled Vehicles, Grand Milwaukee Hotel, Milwaukee, WI. Information: (800) 462-0876.

JULY

23-25 — International Trucking Show, Anaheim Convention Center, Anaheim, CA. Information: (415) 349-4876.

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GAS/DIESEL PRICES

March 27, 1992	AVG. NATIONAL PRICES	REG. UNLEADED GAS	DIESEL
Full-Serve		132.20	139.58
Self-Serve		102.73	115.91

City*	Regular Unleaded Gas		Diesel	
	Full-Serve	Self-Serve	Full-Serve	Serve-Serve
Atlanta, GA	143.76	88.38	142.34	108.78
Boston, MA	121.30	106.18	128.29	121.90
Chicago, IL	153.65	106.98	146.08	123.25
Dallas, TX	152.48	101.12	156.72	114.62
Denver, CO	160.18	108.07	147.30	118.43
Detroit, MI	152.66	100.15	134.65	112.66
Houston, TX	150.26	100.74	151.44	117.14
Los Angeles, CA	148.51	109.74	149.15	121.86
Memphis, TN	151.98	100.87	142.57	118.10
Miami, FL	147.64	100.48	153.42	117.86
Minneapolis, MN	149.51	104.64	113.40	112.81
New Orleans, LA	157.40	107.53	146.57	119.69
Omaha, NE	131.79	110.55	134.10	115.90
Philadelphia, PA	136.56	101.24	138.90	119.09
Phoenix, AZ	150.06	105.59	146.78	123.03
Portland, OR	132.85	112.78	127.90	124.64
San Francisco, CA	151.56	109.06	158.01	126.03
Seattle, WA	148.79	106.09	150.49	120.39
St. Louis, MO	132.89	89.85	122.73	101.58
Washington, DC	151.82	106.61	151.11	121.46

Source: Lundberg Survey Inc. (c) 1992

* These cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey Inc. All prices include tax.